

*Furnish this exhibit for EACH foreign principal listed in an initial statement  
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant Burson-Marsteller 1850 M Street, Suite 900 Washington, DC 20036	2. Registration No. 2469
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3. Name of foreign principal Industrial Development Board for Northern Ireland	4. Principal address of foreign principal IDB House 64 Chichester Street Belfast, BT1 4JX
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5. Indicate whether your foreign principal is one of the following type:

☒ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) \_\_\_\_\_

☐ Individual—State his nationality \_\_\_\_\_

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6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant. Industrial Development Board for Northern Ireland.

b) Name and title of official with whom registrant deals. Brian Musgrave  
Executive - Promotions Branch

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

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DATE 4-23-87

b) Is this foreign principal

- Owned by a foreign government, foreign political party, or other foreign principal ..... Yes ☐ No ☒
- Directed by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Controlled by a foreign government, Foreign political party, or other foreign principal ..... Yes ☒ No ☐
- Financed by a foreign government, foreign political party, or other foreign principal ..... Yes ☒ No ☐
- Subsidized in whole by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐
- Subsidized in part by a foreign government, foreign political party, or other foreign principal..... Yes ☒ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

The Industrial Development Board for Northern Ireland is the arm of Government responsible for the development of medium and large-sized industry in Northern Ireland.

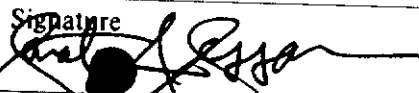
The IDB is an integral part of the Department of Economic Development but functions as an autonomous body with its own Chief Executive and an appointed advisory Board. The Board members are drawn from the private sector and are appointed for their particular business skills or experience. Their role is to oversee the activities of the IDB and to advise on the formulation of industrial development policy and the strategy of the IDB. The functions of the IDB are carried out by an Executive, who are the permanent staff of the IDB. There are some 300 staff in the Executive and the IDB has an annual budget of approximately £100m.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Date of Exhibit A  
11-19-86

Name and Title  
Jon S. Jessar  
Senior Vice President,

Signature



General Manager

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

Name of Registrant

Burson-Marsteller

Name of Foreign Principal

Industrial Development Board for  
Northern Ireland

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.  
\* No signed contract available in writing at this time. when available.

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4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Basic public relations activities in support of economic development, including establishment of a news bureau to facilitate the news flow from Industrial Development Board for Northern Ireland (IDB) via releases, interviews, newsletters, videotape and film, basic press relations including media tours of Northern Ireland.

In addition to facilitating the flow of information from IDB to U.S. audiences, the agency will counsel and provide logistical support for possible IDB participation in trade shows and industry speaker opportunities, and produce for IDB whatever promotional materials might be necessary to the task.

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5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See above.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?<sup>1</sup>  
Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

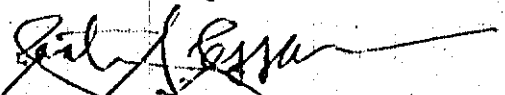
Date of Exhibit B

11-19-86

Name and Title

Jonathan S. Jessar  
Senior Vice President,  
General Manager

Signature



<sup>1</sup> Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.